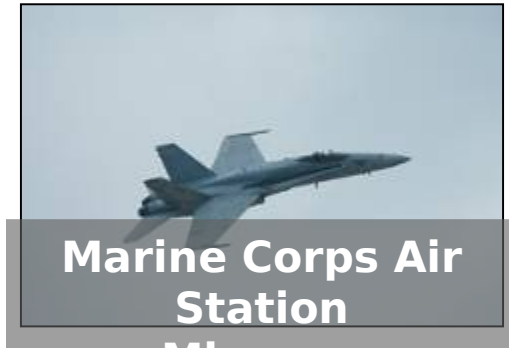




MCIWEST Small Business Program

Presented June 2011
by
DaKeyah McFarlin
Deputy for Small Business
MCIWEST

MCIWEST





Mission

To partner with Contracting, industry, trade and advocacy organizations to create, foster and utilize small business solutions in support of MCIWEST Operating Forces and tenant commands.



Why a Small Business Program?

“It is the policy of the Government to provide maximum practical opportunities in its acquisitions to small business....”

Federal Acquisition Regulations

“...our warfighters deserve the benefits of agility, flexibility, and innovation made possible by small businesses....”

MajGen E.G. Usher III
Deputy Commandant, I&L
2009



Why a Small Business Program?

“Innovative small businesses provide us flexibility to meet our war fighting requirements.... Daily small businesses demonstrate a strong commitment to supporting our war fighters. They are valuable assets to our Corps and the nation.”

LtGen F Panter
Deputy Commandant, I&L
2010



Small Business is a Big Deal

- Represent 99.7% percent of all employer firms
- Employ about half of all private sector employees
- Pay nearly 44% of U.S. payroll
- Over 50% of the gross domestic product (GDP)
- Have generated 60-80% of all net new jobs annually for the last 10 years (64% in 2010)
- Hire 40% of high tech workers

Source: SBA Office of Advocacy 2010

[FAR - Home](#)

Current FAR

All PDF Files Require [Adobe Acrobat](#)

- [Reissue Vol 1](#)
- [Reissue Vol 2](#)
- [HTML Format](#)
- [FAR Matrix](#)
- [FAR Index](#)
- [FAR--Zipped](#)

FAR Documents

- [FAR Proposed Rules](#)
- [Looseleaf](#)
- [FACs Federal Register](#)
- [Small Entity Compliance](#)

[Guide](#)

FAR Reference

- [FAR \(Archived\)- HTML](#)
- [FAR \(Archived\)- PDF](#)
- [GSA Forms Library](#)
- [FAR - Zipped Archives](#)

• [Search](#)

Other

- [Subscribe](#)
- [Frequently Asked Questions](#)
- [Authority of the FAR](#)
- [FAR Drafting Guide](#)

Contact Us

[USA.gov](#)

[18.1 Available Acquisition Flexibilities](#)

[18.2 Emergency Acquisition Flexibilities](#)

Subchapter D—Socioeconomic Programs

[Part 19—Small Business Programs](#)

[19.1 Size Standards](#)

[19.2 Policies](#)

[19.3 Determination of Small Business Status for Small Business Programs](#)

[19.4 Cooperation with the Small Business Administration](#)

[19.5 Set-Asides for Small Business](#)

[19.6 Certificates of Competency and Determinations of Responsibility](#)

[19.7 The Small Business Subcontracting Program](#)

[19.8 Contracting with the Small Business Administration \(The 8\(a\) Program\)](#)

[19.9 \[Reserved\]](#)

[19.10 Small Business Competitiveness Demonstration Program](#)

[19.11 Price Evaluation Adjustment for Small Disadvantaged Business Concerns](#)

[19.12 Small Disadvantaged Business Participation Program](#)

[19.13 Historically Underutilized Business Zone \(HUBZone\) Program](#)

[19.14 Service-Disabled Veteran-Owned Small Business Procurement Program](#)

[Part 20—Reserved](#)

[Part 21—Reserved](#)

[22.4 Labor Standards for Contracts Involving Construction](#)

[22.5 \[Reserved\]](#)

[22.6 Walsh-Healey Public Contracts Act](#)

[22.7 \[Reserved\]](#)

[22.8 Equal Employment Opportunity](#)

[22.9 Nondiscrimination Because of Age](#)

[22.10 Service Contract Act of 1965, as Amended](#)

[22.11 Professional Employee Compensation](#)

[22.12 \[Reserved\]](#)

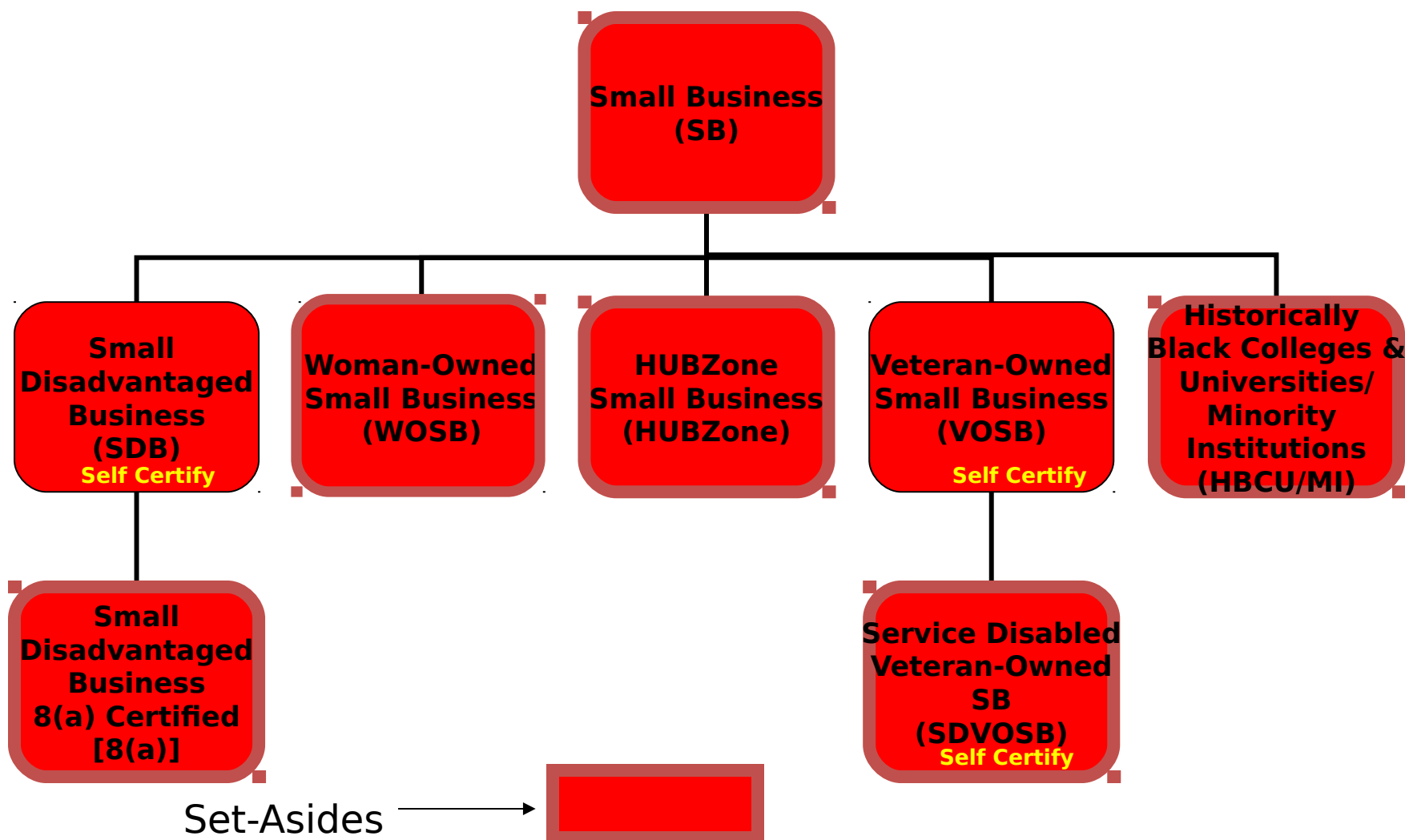
[22.13 Special Disabled Veterans, Veterans of the Vietnam Era, and Other Eligible Veterans](#)

[22.14 Employment of Workers with Disabilities](#)

Federal Acquisition Regulation



Small Business Programs





Order of Precedence

- Section 8(a) Small Business Program, HUBZone Set-aside, WOSB, or SDVOSB Set-aside (based on agency needs)
- Small Business Set-aside
- Full and Open Competition



Small Business Achievements

As of Aug 31, 2010

<u>Category</u>	<u>Target</u>	<u>Achieved</u>
Small Business	41.0%	63.37%
HUBZone		1.45%
2.27%		
DB/8(a)		5.30%
13.78%		
WOSB	6.80%	11.65%
SDVOSB		3.00%
12.25%		



What RCO Buys

- Furniture
- Temporary Professional Services
- Firefighter Uniforms
- Musical Instruments
- Chaplain Support
- 411 Operator Services
- Waste Water Treatment
- Audio Visual Equipment
- Chemicals – sewage treatment
- Translator services
- Motorcycle simulators
- Aircraft Maintenance



What RCO Does Not Buy

- **Janitorial Services**
- **Facilities Maintenance**
- **Major Systems**
- **Construction**
- **IT systems support/IT software**
- **Environmental**
- **Architectural/Engineering**
- **Printing Services**



Top 10 NAICS Codes

NAICS	Description	Dollars
722310	Food Service	\$ 81,341,274
488190	Support Activities for Air Trans	\$ 26,017,683
423840	Industrial Supplies	\$ 17,073,682
424120	Stationary/Office Supplies	\$ 17,009,337
561320	Temporary Help Services	\$ 10,834,111
541512	Computer Systems Design	\$ 7,491,922
541620	Environmental Consulting Svc	\$ 4,405,635
541611	Admin Mgt and Consulting Svc	\$ 3,845,450
336312	Gasoline Engine & Engine Part Man	\$ 3,498,518
442299	All Other Home Furnishing Stores	\$ 3,400,651

**Contracts
\$3K-25K
(\$2K for
Constructn)**

**Contracts
\$25K and up**

**Credit
Card
Buys
<\$3K
(\$2K for
Construct
n)**

How does the Gov't buy?

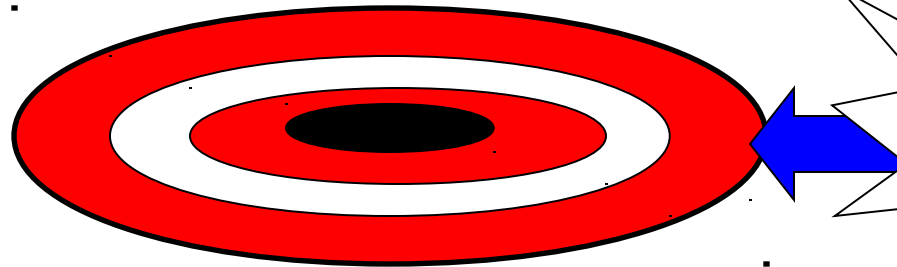
Where are the jobs
posted?

Who is doing the
Buying?

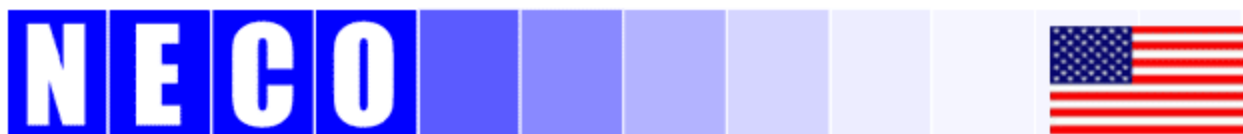
Best Value vs Price

Process
Positioning
Past-performance

Sub-
contracting



Sales to the Federal Government


**Navy Electronic Commerce Online**

This is an official US Navy web site. Please read our [Privacy Policy](#) and [External Links](#) Disclaimer. This site is your link to the world of Navy Electronic Business Opportunities. NECO is the centerpiece of the Navy's paperless process strategy (GILS Number: 001482).



Vendors should register with NECO to Submit Bids and receive Daily Procurement Opportunities. NECO Registration requires a valid CAGE Code, which can be obtained from the [CCR](#) System. Vendors may complete their online reps and certs on the [ORCA](#) website. See our [Vendor Guide](#). Contact Info: 800-503-6326 (8am-5pm ET) or [NECO Support](#)

[REGISTER WITH NECO](#)[MODIFY REGISTRATION](#)[SEARCH SYNOPSIS](#) [RECOVERY SYNOPSIS](#)[BUSINESS OPPORTUNITIES](#)[SUBMIT A BID](#)[FAQ](#)[SUBMIT FEEDBACK](#)[ASSOCIATED LINKS](#)

[Home](#)[General Info](#)[News](#)[Opportunities](#)[Agencies](#)[Privacy](#)

Welcome to FBO.gov, the U.S Government's one-stop virtual marketplace. Through this single point-of-entry, commercial **vendors** and government **buyers** are invited to post, search, monitor, and retrieve opportunities solicited by the entire Federal contracting community.



Find Opportunities

NO REGISTRATION REQUIRED

[Advanced Search](#) ▶ [View By Agency](#) ▶

Buyers / Engineers

Post, manage, and award opportunities.

Username

Password

▶ [View Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)▶ [Password Reminder](#)

Vendors / Citizens

Search, monitor, and retrieve opportunities.

Username

Password

▶ [Find Opportunities](#)

No login is required to view opportunities.

▶ [Register Now](#)▶ [Password Reminder](#)

Location / Agency Administrators

▶ [Login Here](#)▶ [Register Now](#)

QUICK SEARCH

[Advanced Search](#)

DEMONSTRATION VIDEOS

Training videos are now available to help familiarize users with the features and functionality of the new FBO.gov.

[Watch the Videos](#)

USER GUIDES

- [Buyer](#)
- [Vendor](#)
- [Engineer](#)
- [Location / Agency Admin](#)

Use [Adobe Acrobat Reader](#) to view files in PDF format.

ADDITIONAL RESOURCES

- [FAQs](#)
- [Business Partner Network \(BPN\)](#)
- [Central Contractor Registration \(CCR\)](#)
- [Online Reps & Cert Application \(ORCA\)](#)
- [Federal Agency Business Forecasts](#)
- [Federal Assets Sales](#)
- [Federal Grants](#)
- [USA.gov](#)
- [Minority Business Development Agency](#)
- [SUB - Net \(Subcontracting Opportunities\)](#)
- [IAE](#)

What are you looking for?

Enter keywords, part#/NSN, manufacturer, contractor, contract #

Look in...

All Categories

Find it!

Advanced Search

Special Programs

- Strategic Sourcing BPAs**
direct access to Strategic Sourcing and agency specific BPAs
- Environmental**
direct access to a variety of environmental oriented products
- AbilityOne Program**
one-stop shopping for available AbilityOne (formerly JWOD) solutions
- Disaster Relief**
identify a full range of products and services for relief and preparedness
- Wildland Fire**
quickly locate available approved NFES products
- Homeland Security**
locate critical Homeland Security products and services

Welcome

Since 1982, it has been our mission to help agencies better serve the public by meeting - at best value - their needs for products and services, and to simplify access to information. For over 12 years, GSA Advantage has been a reliable and proven one-stop online resource for thousands of Federal employees worldwide. GSA Advantage offers the most comprehensive selection of approved products and services from GSA contracts. Thanks for choosing GSA!

ADVANTAGE SHOPPING CART WARNINGS

CONTRACT MINIMUM
EFFECTIVE
ORIGIN

Click here to learn more about Advantage Shopping Cart Warnings...

- Frequently Asked Questions**
- Password Assistance
 - How do I get order status?
 - About overseas ordering
 - How do I get a GSA Supply Catalog?

- Products**
- Building & Industrial
 - Furniture & Furnishings
 - Hospitality, Cleaning, & Chemicals
 - IT Solutions & Electronics
 - Laboratory, Scientific, & Medical
 - Law Enforcement, Fire, & Security
 - Office Solutions
 - Recreation & Apparel
 - Services
 - Tools, Hardware, & Machinery
 - Vehicles & Watercraft

- Services**
- Credit Card Services
 - Facilities Services
 - Financial Services
 - Fleet
 - Office Services
 - Professional Services
 - Property Disposal
 - Security Services
 - Technology Services
 - Transportation Services
 - Travel Services

Shopping Cart
0 items: \$0.00

Requisition Status
find the status of any GSA requisition

NSN Quick Order
quickly order GSA managed NSNs

FEDSTRIP
use this tool to submit FEDSTRIP requisitions

Get quotes fast with GSA e-Buy
► learn more about e-Buy

State & Local
Purchase Products and Services For:
DISAST RECOV Disaster Recovery
COOP PURCH Information Technology
Register here!

Contractor Info
► How do I get a GSA contract?
► How do I get on GSA Advantage or e-Buy?
More Contractor Info...
Get my Orders!
GSA Advantage Sales

*** WARNING *** This is a U.S. General Service Administration computer system that is "FOR OFFICIAL USE ONLY." This system is subject to monitoring. Therefore, no expectation of privacy is to be assumed. Individuals found performing unauthorized activities are subject to disciplinary action including criminal prosecution. Privacy and Security

https://orca.bpn.gov/



Welcome to the Online Representations and Certifications Application (ORCA)

ORCA is an e-Government initiative that was designed by the Integrated Acquisition Environment (IAE) to replace the paper based Representations and Certifications (Reps and Certs) process.

Please login to add or update your ORCA record

DUNS Number

+4 (if applicable)

MPIN

Login to ORCA

Reset Fields

NOTE: [Click here](#) to learn how to create your MPIN.

Search current ORCA Record

DUNS Number

+4 (if applicable)

Search

Reset Fields

[Click Here](#) for Archive Search



Other Links

[Small Business Administration \(SBA\)](#)

[Central Contractor Registration.gov \(CCR\)](#)

[FedBizOpps.gov](#)

[The U.S. Government's Official Web Portal \(USA.gov\)](#)

[Business Partner Network \(BPN\)](#)

[FAC 01-26](#) 



Marketing your Business

- 1. Determine which government agencies buy the products or services you sell, learning the contracting procedures of those agencies, and developing a focused marketing strategy targeting those agencies.**
- 2. Get to know the people who will actually use your products or services (**Requirements Generators**). Contract Officers who are responsible for approving contracts do not generate the Purchase Requirements.**
- 3. Participate in procurement-related conferences, activities and matchmaking events. SBA's district offices sponsor events and participate in a wide variety of procurement events. Find the **SBA district office** nearest you.**

DoN Office of Small Business Programs

DEPARTMENT OF THE NAVY
Office of Small Business Programs

The Department of the Navy
Office of Small Business Programs

HOME | ABOUT NAVY OSBP | SMALL BUSINESS PROGRAMS | GENERAL INFO | CONFERENCES | RELATED LINKS | CONTACT INFO

NAVY'S ELEVEN MAJOR SMALL BUSINESS OFFICES

- Headquarters, U.S. Marine Corps
- Marine Corps Systems Command
- Military Sealift Command
- Naval Air Systems Command
- Naval Facilities Engineering Command
- Naval Inventory Control Point
- Naval Sea Systems Command
- Naval Supply Systems Command
- Office of Naval Research
- Space and Naval Warfare Systems Command

MARINE CORPS I&L RECEIVES NAVY SMALL BUSINESS PROGRAMS FY 2009 SECRETARY'S CUP

START HERE FIRST!
DOING BUSINESS WITH THE NAVY

Find your Specialist
Click below to find your specialist

USMC MCSC | **NAVSEA NAVSUP**

SMALL BUSINESS PROGRAMS NEWSLETTERS



Thank you!!!

DaKeyah D. McFarlin
Deputy for Small Business
Building 2264, MCB Camp
Pendleton

PH: (760) 763-5645

Fax: (760) 725-8248

Email:

DaKeyah.McFarlin@usmc.mil